

Message Text

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PAGE 01 STATE 115887

ORIGIN COME-00

INFO OCT-01 NEA-11 ISO-00 EB-08 /020 R

DRAFTED BY USDOC/NTIS/T. LINDEMANN

APPROVED BY

USDOC/OIM/GPAINE (INFO)

NEA/INS/JGRAHAME (INFO)

-----034604 061025Z /21

R 060106Z MAY 78

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

UNCLAS STATE 115887

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: PROBLEMS WITH NATIONAL TECHNICAL INFORMATION
SERVICE

REFERENCE: NEW DELHI 6552

1. NTIS DID NOT RECEIVE AGREEMENT SIGNED BY CONSTELLATE
CONSULTANTS UNTIL END OF FEBRUARY.

2. NTIS HAS NOT RECEIVED CONFIRMATION FROM A U.S. BANK RE-
GARDING LETTER OF CREDIT. NTIS DOES NOT SHIP ORDERS UNTIL
FUNDS ARE RECEIVED. CONSTELLATE HAS BEEN ADVISED BY
TELEPHONE, TELEX, LETTER AND PERSONAL VISIT.

3. NTIS - CONSTELLATE AGREEMENT INCLUDES PROVISION OF A 90
DAY PERIOD AFTER RECEIPT OF SIGNED AGREEMENT FOR NTIS TO
PREPARE LISTS OF ADDRESSES OF CUSTOMERS AND TO SEND INTRO-
DUCTORY AIRMAIL LETTERS.

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4. NTIS IS PREPARED TO REFER DIRECT ORDERS FROM INDIAN CUS-
TOMERS TO CONSTELLATE AFTER 1 JUNE 78. CONSTELLATE IS NOT
THE EXCLUSIVE AGENT IN INDIA. OTHER AGENTS
ARE HIGGINBOTHAM LTD. AND ALLIED PUBLISHERS LTD. NTIS WILL
INFORM ALL EXISTING CUSTOMERS IN INDIA OF AGENTS IN INDIA

AS STATED IN PARAGRAPH 3 ABOVE. NTIS SENT SAMPLES OF

PUBLICATIONS AND OTHER PROMOTION MATERIAL WHICH CONSTELLATE HAS RECEIVED.

5. MR. JAMES JENNINGS HAS RESPONDED TO CONSTELLATE BY TELEX, TELEPHONE AND LETTER REGARDING ALL POINTS RAISED IN YOUR CABLE.

6. NTIS APPRECIATES YOUR INTEREST AND COOPERATION IN THE NTIS INTERNATIONAL PROGRAMS. NTIS DOES NOT WISH TO IMPLY A CONTRADICTION IN EXECUTING AN AGREEMENT THEN GIVING THE APPEARANCE OF NO ACTION. THE PROBLEMS IN LAUNCHING THE INDIAN OPERATIONS ARE OF TIMING AND WORKING WITHIN THE FRAMEWORK OF RESTRICTIVE FINANCIAL REGULATIONS IN INDIA. NTIS EXPECTS TO EVENTUALLY RESOLVE THESE PROBLEMS AND REQUESTS. PLEASE ADVISE NTIS OF ANY SUGGESTIONS YOU HAVE. IN THE MEANTIME, NTIS IS TAKING STEPS TO PROVIDE A VARIETY OF DEALER SUPPORT MATERIAL TO ALL OF THE INDIAN DEALERS. COPY OF RECENT TELEX TO CONSTELLATE FOLLOWS BY AIR MAIL TO DUTT. CHRISTOPHER

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Message Attributes

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Disposition Event:
Disposition History: n/a
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 2770270
Secure: OPEN
Status: NATIVE
Subject: PROBLEMS WITH NATIONAL TECHNICAL INFORMATION SERVICE
TAGS: BEXP, IN
To: NEW DELHI
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